

# AllCovered NEWS

The News YOU Need to grow your business and stay ahead of your competition

A weekly service for clients and friends of Allcovered.net and the Allen Insurance Group

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**AllCoveredNEWS - EASY TO READ & PRINT VERSION:**

<http://www.allcovered.net/AC-News-PDF.htm>

**FOCUS – TSUNAMI RELIEF AND CARGO UPDATE**

(Updated from News Alert sent Thursday, 30 December)

- **DEATH TOLL 50 TIMES LARGER THAN 9-11** ---
- **GOVERNMENTS PLEDGE \$1-BILLION IN AID** ---
- **PRIVATE CITIZENS WORLDWIDE PLEDGE MUCH MORE** ---

**NOTE:**

We have been asked by several clients and friends what ports have been affected by last weekend's tsunami... and how they can help.

Two large US charities report collecting up to \$100,000 per hour in donations on their web sites. Water, medical supplies and food are most critical now.

**CAUTION:**

If you pledge money to a charity or charge a donation to your credit card, be careful. Some famous and well respected charities have huge administrative costs so that less than 10% of the money you give actually goes to help people. The other 90% goes to salaries and marketing.

We have compiled the following from various news sources available on the web. Much of the below comes from a Thursday report by Rebecca Partridge of Lloyd's List detailing how the earthquake and tsunami in the Indian Ocean is affecting the region.

We will help you arrange aid shipments to all affected areas in any way we can.

Contact either John Jarrard or me any time – including through the holiday weekend.

Mike

**IN GENERAL:**

Most needed now is water and food.

Getting aid from airports and ports to those who need it is most critical problem.

Air shipments of aid are arriving throughout the region. Water & food said to be piling up in airport warehouses and on tarmacs awaiting delivery. US military working to get local officials to allow it to move aid for them.

US Navy supply ships on way to all countries requesting aid.

One navy ship arrived at Sumatran port of Meulaboh but must lighten aid to shore as port destroyed. Ship reports most of western coast of Sumatra has been affected, but few areas have yet been reached by aid or officials so extent of death and loss unknown.

USS Abraham Lincoln carrier strike group dispatched from Hong Kong to take up station off the coast of Sumatra.

Another Navy flotilla of seven ships has been diverted to take up stations in the Bay of Bengal.

US C-130 cargo planes based in Japan have begun delivering food, fresh water, medicine and other emergency supplies. US military said to be dropping MREs (Meals Ready to Eat) and water to outlying islands as yet unreached by officials from affected countries.

US Navy P3-Orion surveillance aircraft are searching sea and land for survivors and to provide detailed information from areas as yet not reached by officials to help in relief coordination.

Seven supply ships, each capable of producing 90,000 gallons of fresh water a day, set sail from Guam and Diego Garcia for affected areas.

The Navy battle groups to be used to ferry emergency food, plastic sheeting for temporary shelters and water purification supplies to the thousands of far-flung islands, some of which are so remote they have yet to be surveyed for casualties and other damage.

## **TRADE IMPACT BY COUNTRY:**

### **BANGLADESH:**

Port of Chittagong said operating normally.

### **INDIA:**

Chennai Port has been affected the most by the tidal waves that lashed the East Coast of India, but no significant damage to port facilities. Some damage was reported in Tuticorin and Port Blair. Operations have resumed. Infrastructure at Port Blair damaged but under repair.

### **INDONESIA:**

The ports of mainland Indonesia are operating normally although the island of Sumatra has been badly affected. Blang Bintang airport at Banda Aceh is considered in operational condition and aid cargo is arriving by Hercules aircraft. Banda Aceh itself is more than 50% destroyed. Buildings smashed down to ground level are houses, schools, hospitals, roads, bridges and other infrastructures.

#### **-- PORTS HEAVILY DAMAGED IN INDONESIA:**

Sabang, at We Island

Malahayati, Olele, Pertamina and Semen Andalas (Lhok Nga Island) at Banda Aceh, the capital city of Aceh Province

Idi Cut

Meulaboh, which is very close to the Earthquake epicenter, whereas the town is 80% heavily destroyed

Special/Private owned terminal of SOCFINDO and ASTRA

Singkil, the southernmost port of Aceh Province at the same side with Meulaboh, west side coast.

### **KENYA:**

No major damage reported. All ports operating normally.

### **MALAYSIA:**

The ports of Penang and Port Klang operating normally. No structural damage to buildings, except mess brought about by water, mud and debris.

### **MYANMAR:**

No disruption to the port of Yangon, operating normally.

### **SINGAPORE:**

No major damage reported. All ports operating normally.

### **SOMALIA:**

Ports of Berbera and Mogadishu and the open anchorage at El Maan are operating normally.

### **SRI LANKA:**

Country very badly affected primarily on the east coast and some on the south. Colombo port operating.

### **TANZANIA:**

No major damage reported. All ports operating normally.

### **THAILAND:**

Very little port activity in the affected region. The port of Phuket does not get a lot of commercial activity.

<b>HOW YOU CAN HELP</b>	
<b>TODAY:</b>	<ul style="list-style-type: none"> <li>• Water and food are most critical now. Affected areas are mostly tropical so shelter is secondary.</li> <li>• Give financial aid to international relief agencies for food, water and medical care.</li> </ul>
<b>COMING WEEKS:</b>	<ul style="list-style-type: none"> <li>• Work with local groups in your area to gather relief supplies. If you are not sure who these groups are contact local media outlets as they should know who in your area is working to gather relief supplies.</li> <li>• Forwarders are experts at getting freight to remote areas of the world, so arrange logistics for these supplies.</li> <li>• Contact airlines and ocean carriers. Many are donating cargo space for relief shipments. If they are, use it. If they are not, try and convince them to do so.</li> </ul>

**IF YOU PLAN TO WORK CLOSELY WITH LOCAL AGENCIES:**

- Designate one person on your staff as contact for these groups.
- Notify local media of your efforts and ask them to promote the efforts.
- Contact local civic and religious organizations to tell them what you are doing.
- Contact your clients and suppliers letting them know how they can work with you to help.

**MARKETING SMALL BIZ – HOW SMALL FIRMS GRAB BIG BUSINESS  
--- SMALL FIRMS CAN GIVE UNDIVIDED ATTENTION TO LARGE CLIENTS ---**

When Sylvan Learning Systems needed a different name to reflect its new focus on higher education instead of after-school tutoring, it didn't hire a mammoth public relations or advertising shop. It hired Jody Aud.

Aud is the founder and sole employee of the Prio Group. By showing a good strategy for the name change and hiring specialists in corporate names and media relations to help re-brand Sylvan as Laureate Education, she landed that portion of the Baltimore company's account. With senior-level experience but little overhead costs, Aud beat out pricier rivals.

Laureate executives said Aud's experience and impressive research made hiring Prio the right move.

**--- SMALL FIRMS' ADVANTAGES ---**

- + Can target niche markets becoming the best in their area of expertise.
- + Combining a personal touch with a big firm's experience and expertise.
- + Little or no bureaucracy makes small firms more nimble.
- + Small firms with highly experienced employees offer high talent at lower cost.
- + Small firms can bring in consultants/free-lance talent as needed.
- + A principal in the firm works with the account.

**--- SMALL FIRMS' DISADVANTAGES ---**

- + A big client means big business to a small firm, so it hurts more when an opportunity to land one is lost.
- + Having fewer bodies in the office sometimes means there's no one else to call.
- + Use of consultants/free-lancers for specialty work means you must be sure your work gets done on time and on budget.
- + Big clients can begin to control you.

MORE: [http://www.bizjournals.com/industries/business\\_services/marketing/2004/12/27/baltimore\\_focus1.html?f=et154](http://www.bizjournals.com/industries/business_services/marketing/2004/12/27/baltimore_focus1.html?f=et154)

**TECH BIZ – A SEARCH ENGINE THAT'S SCARY SMART:** Once in a while, you hire an employee so tuned in to your wavelength, that answers are on your desk before you have a chance to ask. That's kind of what you find with blinkx 2.0. Working in the background, this search tool analyzes the Web pages, documents, and e-mail messages you view, producing search results before you ever start looking. Although the Web index it consults is smaller than those of Google or MSN, this almost preternaturally prescient helper is worth a look. Find out all about it from our full review.

MORE: <http://ct.enews.pcmag.com/rd/cts?d=184-1377-16-61-140208-136895-0-0-0-1>

**CURRENCIES – DOLLAR CONTINUES SLIDE:** The US Dollar fell to new record lows against the Euro last week.

**US ECONOMY – CONSUMER CONFIDENCE JUMPS IN DECEMBER:**

MORE: [http://story.news.yahoo.com/news?tmpl=story&cid=568&ncid=749&e=1&u=/nm/20041228/bs\\_nm/economy\\_consumers\\_dc](http://story.news.yahoo.com/news?tmpl=story&cid=568&ncid=749&e=1&u=/nm/20041228/bs_nm/economy_consumers_dc)

## TRUCKING – CARRIERS HIKE PAY FOR 2005

Many drivers can't believe their good fortune these days. "We've had to battle owner-operators on the phone telling us it's too good to be true, you can't do that," says Doug Albrecht, Barr-Nunn's director of recruiting.

Albrecht refers to Barr-Nunn's guaranteed low diesel price, one of a host of pay and benefit incentives that carriers are offering this winter in an industry desperate for drivers.

= Schneider National has announced in the largest pay increase in its 70-year history. The per-mile base rate for Schneider owner-operators jumps from 86 cents to 90 cents, which means an extra \$4,000 for someone running 100,000 miles a year. The average pay increase for company drivers, too, will be \$4,000 a year.

= Dart Transit announced its second round of owner-operator pay increases in a year, to take effect in the first quarter of 2005. "Adding the two increases together, Dart has raised contractor pay about \$7,500 a year," says David Oren, Dart executive vice president.

= Heartland Express announced a pay increase of 3 cents per mile, which combined with an earlier 2004 pay increase means Heartland drivers will make 15 percent more in 2005 than in 2003.

= Sign-on bonuses for owner-operators are \$5,000 at Parrett and US Xpress and \$7,000 at Paschall Truck Lines (PTL), which doubled its sign-on bonus for company drivers to \$3,000 on 1 January.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=45798>

## TRUCKING – DRIVER SHORTAGES - DESPITE HIGHER PAY & INCENTIVES –

If 25 licensed commercial truck drivers showed up on Billy Hart's doorstep today, he could put them to work immediately.

Hart, CEO of Hart Transportation of Jacksonville, says the truck driver shortage that has plagued the industry for years is as bad as it's ever been and is hampering his ability to take advantage of an improving economy's increased demand for trucking.

"It's my biggest challenge to growth in terms of capacity," says Hart, whose company has 85 trucks -- mostly owner-operated -- in its inventory and moves about 43,000 loads a year.

Bob Selby runs Roadmaster Driving School. He says, "I don't think I'll ever have enough students to meet the trucking companies' demand," despite starting pay of \$35,000 to \$40,000 a year. "They figure they'll need 200,000 to 300,000 drivers in the next five years just to stay where they're at. There are companies that have the rigs but don't have drivers for all of them."

### --- NUMBERS AND RETENTION ---

Demographics are part of the problem. There is a shortage of men aged 21 to 34 years old.

After signing a driver, retaining him can be an even greater challenge.

Among companies that handle full truckload shipments, driver turnover averages more than 100% per year.

To limit turnover and attract drivers from other companies, trucking company managements are offering sign-on bonuses from \$5,000 to \$8,000... bonuses for on-time performance... safety bonuses... anniversary bonuses of \$800 to \$1200 every year... and more.

### --- LIFESTYLE & HOURS ---

Most people do not want to work 75 hour weeks.

The average trucker drove 2,275 miles per week in the first quarter of 2004. Figuring an average speed of 45 miles per hour, the trucker was behind the wheel 50.5 hours each week... plus time spent loading and unloading, eating and fueling.

Long-haul truckers are away from home for weeks at a time.

Any company that can promise drivers they will be home on weekends is going to get and keep the best truckers, says one trucking company.

MORE: <http://msnbc.msn.com/id/6769594/>

## SECURITY – ANALYSTS PUSH MANDATORY BOX SEALS

Homeland security analysts are advising that shippers be required to put high-security mechanical seals on containers being sent to the United States as one possible way to keep terrorists from using ports as a point of entry.

Mandating that all containers have mechanical seals, which amount to relatively inexpensive steel bolt or cable locks, won't necessarily prevent containers from being loaded with dangerous cargo. It would possibly allow inspectors to see whether or not a container has been tampered with during an overseas journey.

The seals would be only a temporary fix and eventually could be replaced by electronic versions still in the works.

Homeland security officials also are looking to capitalize on new technologies, so-called "smart containers" designed to alert officials when their security is compromised. But that technology is years away.

MORE: [http://www.charleston.net/stories/122704/bus\\_27portcol.shtml](http://www.charleston.net/stories/122704/bus_27portcol.shtml)

## SECURITY – CARGO CONTAINERS:

MORE: [http://www.dailypress.com/news/dp-29536sy0dec27\\_0.2854349.story?coll=dp-headlines-topnews](http://www.dailypress.com/news/dp-29536sy0dec27_0.2854349.story?coll=dp-headlines-topnews)

## FOCUS – SECURITY – SUPPLY CHAIN SECURITY WITHOUT TEARS

From an in-depth article by Hau Lee and Michael Wolfe

(Link to full article at end)

**NOTE:** You will find new ideas, new buzz-words and new suggestions... and questions to ask yourself to help you grow your business and take advantage of this new focus... within below. Mike

Supply Chain managers... whether corporate or freight forwarders... face a paradoxical challenge: "How do you improve security without jeopardizing supply chain effectiveness?"

The answer may lie in the principles of the "Quality Movement."

Total Quality Management taught us that we can decrease defects without increasing costs, or achieve "quality without tears." By applying these lessons, we may be able to create strategies that both prevent and mitigate security breaches while also strengthening productivity.

### --- WHY DO WE NEED IT? – BECAUSE 9-11 CHANGED EVERYTHING ---

Prior to September 11, 2001, most discussions of freight transportation security focused on controlling theft and reducing contraband such as drugs, illegal immigrants, and the export of stolen cars and construction equipment.

After 9-11, the highest-order definition of freight security changed from theft-proof to tamperproof.

Terrorism and the threat of weapons of mass destruction have transformed perceptions of security across the supply chain.

Suddenly, intermodal containers have become potential weapon delivery systems... a poor man's missile. Weapons delivered by such means would put at risk large numbers of lives, significant infrastructure, public and business confidence, trade, and prosperity.

There is no doubt that significant changes need to be made, and that these changes will have a significant cost.

### **--- LESSONS FROM THE QUALITY REVOLUTION ---**

The "Total Quality Management" movement of the 1970's and 1980's started with the recognition that defects can be very costly to a company.

Product failures cause a wide range of "external failure costs"... such as customer down time, increased liability, product recalls, field repair, goodwill damages, adverse effects to future sales, and even catastrophic effects on society. These costs can be far greater than the product cost itself.

TQM is a process whereby the entire organization, its suppliers, and, in some cases, customers work zealously to improve quality.

The following principles that shaped the quality movement can help frame our responses to the supply chain security challenge:

1- Quality assurance through final product inspection is the last resort. Inspection does not improve quality.

2- Assuring that the process is functioning is preferable to final product inspection. An out-of-control process will produce many more nonconforming items. Detecting the out-of-control state, identifying the causes, and restoring the process to an "in-control" state in a timely fashion will always improve quality.

3- Quality assurance requires total organizational focus. Everyone should be aware of the quality imperative.

4- Prevention is always the preferred strategy. Install processes that ensure nonconforming items cannot be made or, if they are made, that allow you to immediately identify and correct them.

5- Quality should be designed in. Products need to be designed so that they are less likely to be produced with defects.

**WHAT TQM TEACHES:** The quality movement evolved from a focus on inspection to a focus on prevention. Prevention emphasizes education, organizational collaboration, design improvement, process variation reduction, and the accountability of the total company. Often better design that limits defects or allowing someone who discovers a defect to immediately work with everyone to fix the process to eliminate the defect in the future cuts costs and allows more profit.

### **--- SO WHAT? ---**

We need to identify and promote security measures that also increase supply chain efficiency. Working together Security and Supply Chain can find better, cheaper ways of meeting both goals.

### **--- SECURITY PERSPECTIVE ---**

GOAL: Create a secure freight system by:

1- Assuring the integrity of conveyance loading, documentation, and sealing.

2- Reducing the risk of tampering in transit... ultimately with comprehensive monitoring for tampering and intrusion.

3- Providing accurate, complete, and protected information about shipments to those who need it in a timely manner.

### **--- SUPPLY CHAIN PERSPECTIVE ---**

GOAL: Move freight safely as cheaply as possible by:

1- Processing and inspecting shipments in ways that permit highly reliable cargo movements for those companies that adhere to the best security practices and standards.

2- Protecting all commercial information given to authorities.

3- Harmonizing and standardizing security processes internationally and domestically.

4- Creating security and anti-tampering practices that are by-products of excellent supply chain management practices and are not non-value-added activities.

### **SO WHAT?**

#### **WHAT DOES ALL THIS MEAN FOR SOMEONE WHO MOVES FREIGHT?**

Governments understand that inspecting every container is a waste of time, raises inventory and processing costs, and hurts reliability of delivery.

As a result, more emphasis is being placed on making shipments secure all the way from the factory to the consignee. That means manufacturers, ports, airports, warehouses and forwarders all must more closely investigate all employees who touch cargo.

Plan now for how you will handle the increased demands new cargo security requirements will place on you, on your employees, and on your customers.

Plan now for new challenges – Here are four ‘BUZZ WORDS’ we expect in 2005:

**ONE: TRACKING & MONITORING:** There will be more emphasis on real-time monitoring of shipments. Track-and-Trace is common now. Expect new emphasis on “smart seals” that report any intrusion into a shipment while it is in transit. Decide now how you will handle these discrepancies when they occur. Who will be notified? How will you handle all the data?

**TWO: TOTAL NETWORK VISIBILITY:** When a security breach is reported all who might be affected must be alerted. Knowing what has been affected and where allows the end-user to plan how they will work around any shortage or late delivery. How will you help your Shippers meet these challenges?

**THREE: FLEXIBLE SOURCING:** Many companies have cut their list of suppliers to cut costs and build closer relationships. With a single source of supply, the closure of trade lanes or a disruption at the supply source could disable a supply chain. How will you help Shippers use more sources while keeping costs the same?

**FOUR: BALANCED INVENTORY MANAGEMENT:** Just-in-time inventory gave rise to an era of lean manufacturing and continuous trimming of inventory fat. Yet, because security-related problems or other disruptive events can easily upset supply processes, lean inventories make companies vulnerable to sudden stockouts. Watch “Networked Inventory Management.” This is a move to larger inventories in one central location that can be expedited where needed. Is this a service you as a forwarder can offer your clients?

MORE: <http://www.manufacturing.net/scm/article/CA278114.html?nid=2184&rid=1642324759>

**SECURITY – KPA VOWS THEFT FIGHT:** The Kenya Ports Authority (KPA) has vowed to step up efforts to curb rampant cargo theft at the Mombassa port. Cartels operating at the port collude with corrupt KPA staff to steal containers. The concerns came to light following the arrest of three people last week over the theft of a container loaded with imported garments worth 76,000 US dollars.

MORE: [http://news.xinhuanet.com/english/2004-12/26/content\\_2382054.htm](http://news.xinhuanet.com/english/2004-12/26/content_2382054.htm)

**TRADE – TRADE IMPACT OF TSUNAMI TO BE SLIGHT**

The human toll of the tsunami is impossible to count.

The financial toll will not be huge in “global” terms according to the Hong Kong Trade Development Council. The size of trade with the affected countries is relatively small, only taking up 5% of total trade with the world in January-October 2004.

Hong Kong's exports to the affected countries are mainly related to processing trade, of which 51% are raw materials and 32% are machinery. Since the disaster did not destroy any major industrial and port facilities of the affected countries, its impact on the region's processing trade and in turn Hong Kong's exports will not be excessive.

MORE: [http://news.xinhuanet.com/english/2004-12/30/content\\_2392620.htm](http://news.xinhuanet.com/english/2004-12/30/content_2392620.htm)

**TRADE – RUSSIA & CHINA TO UPGRADE RAIL:** China and Russia have agreed to upgrade railway links between the two countries over the next two years to handle an expected increase in crude exports and rail traffic from Russia to China.

MORE: <http://www.joc.com/20041227/sections/logis/w34268.asp>

**WANT TO MAKE AN EXTRA \$15 ON EVERY SHIPMENT?**

Margins are tight. Freight Rates and Fuel costs are high. Shippers are refusing to eat all your added costs. We can help you make at least an extra \$15 per shipment.

-- **ADVANTAGES** --

Almost pure profit for you --- Protects You --- Protects Your Shipper

-- **HOW?** --

Offer your Shippers cargo insurance. We'll teach you how. We'll show you how to protect yourself if your shippers buys insurance... and if the shipper refuses insurance.

[www.allcovered.net](http://www.allcovered.net) ..... We have logistics ALL covered.

**OCEAN – PORTS OPERATING:** For port conditions, see “Tsunami Relief” in Small Business section.

**OCEAN – USSEC KEEPS BUNKER CHARGE:** The United States South Europe Conference says its bunker adjustment factor would remain in effect through February at \$192 per TEU and \$384 per FEU.

MORE: <http://www.joc.com/20041227/sections/ocean/w1641.asp>

**OCEAN – EC OKS ROTTERDAM MEGA PORT:** The European Commission has approved “Euromax,” the first terminal in Europe with the draft, terminal layout etc. to handle vessels of at least 12,500 TEUs. The new terminal is expected to be operational in 2007.

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=19551>

**AIR – BA CARGO CUTS SURCHARGE:** British Airways World Cargo is cutting its fuel surcharge, effective 6 January, to 0.2 pounds (38 cents) per kilogram.

MORE: <http://www.joc.com/20041223/sections/air/w22983.asp>

**AIR – NWA CARGO CUTS CHARGE:** Northwest Airlines is reducing its fuel surcharge on all international and domestic freight shipments effective 16 January from \$0.35 per kilogram to \$0.30.

MORE: <http://www.joc.com/20041230/sections/air/w51345.asp>

**AIR – ASIANA AIMS AT CARGO:** Asiana Airlines, South Korea's second-largest carrier, says it will buy one new cargo plane and convert four existing passenger airliners to cargo planes by 2010 as part efforts to bolster air cargo services.

MORE: <http://news.airwise.com/stories/2004/12/1104145750.html>

(These are shared by readers – Please share yours. Thanks. Mike)

## 25 RULES FOR LIVING IN THE SOUTH

If you visit the South, please keep the following in mind... If you are going to live, or visit in the South, you need to know the rules.

In an effort to help outsiders understand the rules of the Southerner's mind, the following list will be handed to each person as they enter a Southern State.

- That farm boy you see at the gas station did more work before breakfast than you do all week at the gym.
- It's called a "gravel road," No matter how slow you drive, you're going to get dust on your Navigator. Drive it or get out of the way.
- The red dirt -- it's called clay. Red clay. If you like the color don't wash your car for a couple weeks -- it'll be permanent.
- We all started hunting and fishing when we were seven years old. Yeah, we saw Bambi. We got over it.
- Go ahead and bring your \$600 Orvis Fly Rod. Don't cry to us if a flathead breaks it off at the handle. We have a name for those little 13-inch trout you fish for -- bait.
- Pull your pants up. You look like an idiot.
- If that cell phone rings while a bunch of mallards are making their final approach, we will shoot it. You might want to ensure it's not up to your ear at the time.
- No, there's no "Vegetarian Special" on the menu. Order steak. Order it rare. Or, you can order the Chef's Salad and pick off the two pounds of ham and turkey.
- Tea - yeah, we have tea. It comes in a glass over ice and is sweet. You want it hot -- sit it in the sun. You want it unsweetened -- add a lot of water.
- You bring Coke into my house, it better be brown, wet, and served over ice.
- So you have a sixty thousand-dollar car. We're real impressed. We have a quarter of a million-dollar combine that we only use two weeks a year.
- Let's get this straight. We have one stoplight in town. We stop when it's red. We may even stop when it's yellow.
- We eat dinner together with our families. We pray before we eat (yeah, even breakfast). We go to church on Wednesdays and Sundays and we go to high school football games on Friday nights. We still address our seniors with "yes, sir" and "yes, ma'am," and we sometimes still take Sunday drives around town to see friends and neighbors.
- We don't do "hurry up" well.
- Greens - yeah, we have greens, but you don't putt on them. You boil them with salty fatback, bacon or a ham hock.
- Yeah, we eat catfish, bass, bream and carp. You really want sushi and caviar? It's available at the bait shop.
- They are pigs. That's what they smell like. Get over it. Don't like it? Interstate 85 goes two ways - Interstate 40 goes the other two. Pick one.
- Grits are corn. You put butter, salt, and maybe even some pepper on them. If you want to put milk and sugar on them, then you want cream of wheat- go to Kansas. That would be I-40 west.
- The "Opener" refers to the first day of deer season or dove season. Both are holidays. You can get pancakes, cane syrup, and sausage before daylight at the church on either day.
- So every person in every pickup waves? Yeah, it's called being friendly. Understand the concept?
- Yeah, we have golf courses. Don't hit in the water hazards. It spooks the fish and bothers the gators -and if you hit it in the rough, we have these things called diamondbacks, and they're not baseball players.
- That Highway Patrol Officer that just pulled you over for driving like an idiot -- his name is "Sir," no matter how young he is.
- We have lots of pine trees. They have sap. It drips from them. You park your Navigator under them, and they'll leave a logo on your hood.
- You burn an American flag in our state, you get beat up. No questions. The liberal contingent of our state legislature -- all four of them -- enacted a measure to stop this. There is now a \$2.50 fine for beating up the flag burner.
- No, we don't care how you do things up North. If it is so great up there why not visit a Northern state or stay there. And no, down here, we don't have an accent, you do.

## **REDNECK TRUTHS**

A South Carolina redneck passed away and left a sizable estate to his beloved widow. However, she can't touch it until she turns fourteen.

Folks in Alabama now go to the movies in groups of 18 or more since they were told that in some theaters "17 and under are not admitted."

The minimum drinking age in Tennessee was almost raised to age 32 in an attempt to keep alcohol out of high schools.

You can tell if a Mississippi redneck is married. There is tobacco spit on both sides of his pickup.

The Arkansas governor's mansion in Little Rock was almost destroyed by fire. In fact, the entire trailer park was almost lost.

The law in North Carolina was recently changed regarding divorce. Now, after being divorced, the couple is still brother and sister.

If you have curious or interesting or funny or thoughtful items that might be good in "Just For Fun", Email them to [mike.miller@allcovered.net](mailto:mike.miller@allcovered.net) . Thanks.

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Air Transport World = <http://www.atwonline.com>  
American Shipper = [www.americanshipper.com](http://www.americanshipper.com)  
Business Times of Asia = <http://business-times.asia1.com.sg/>  
The Economist = <http://www.economist.com>  
Financial Times of London = <http://www.ft.com>  
Journal of Commerce = <http://www.joc.com>  
Logistics News = <http://www.logisticsnews.com>  
Trucking Info = <http://www.truckinginfo.com>  
The Trucker = <http://www.thetrucker.com>

Additional information comes from our own and other sources.

This information has been edited for length and to make it more relevant for our clients.  
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